



City of New Bedford
Scott W. Lang, Mayor

City of New Bedford
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P R E S S R E L E A S E

New Bedford Mayor Designates Developer for the Fairhaven Mills Site

New Bedford, Massachusetts- After a thorough review of both responses to the City of New Bedford's Request for Proposals for development of the city owned parcels at the Fairhaven Mills site, Mayor Scott W. Lang today announced that the City accepted a retail/mixed use concept proposal from the Dickinson Development Corporation. The City of New Bedford will receive \$500,000.00 for the sale of its parcels to the corporation. The developer has agreed to assume responsibility for any future remediation of the site, with no city resources committed for future cleanups. Dickinson Development will move the project forward without funding from either local or state government to their development proposal.

"I am pleased that the city has reached an agreement with a development team that will infuse new life into the site, offers a fair purchase price for our property and most importantly that we have done so in an open process with much public involvement. I am also pleased that the Dickinson team will pursue this project in a way that does not burden New Bedford taxpayers," said Mayor Scott W. Lang.

The City received two responses to the Request For Proposals issued last November, one from the Dickinson Development Corporation and one from the Mitchell Sawyer Partnership. The Mitchell Sawyer Partnership proposal was an excellent quality proposal that anticipated development over a longer term and required local, state and federal inducements and subsidies. “I felt that it was important to choose a proposal that would quickly address the development needs at the parcel but also a proposal that was not dependant upon funding sources other than its own. I am particularly mindful of the city’s limited resources in shouldering financial responsibility for development of the parcel as well committing the local and state governments to financial aid that was likely to be unattainable,” said Mayor Scott W. Lang.

During the course of negotiations with the city, after the proposals had been submitted, Mayor Lang along with city and state officials and city department heads conducted a due diligence phase in considering the two proposals. Both proposals were well deserving of serious consideration. During the negotiations, Dickinson Development agreed to increase its purchase from \$200,000.00 to \$500,000.00. In addition, Dickinson Development also agreed to develop the easterly portion of the property in a “mixed use” way, to construct a \$100,000.00 boathouse, waterfront park and pedestrian walkway, and to highlight and give recognition to the historic nature of the area in the construction, orientation, and landscaping of the site.

"Dickinson Development Corporation is pleased to have been designated as the developer for this important project in the city of New Bedford. We fully recognize the potential that this site possesses and the positive impact its redevelopment will have on the city of New Bedford. Our team is comprised of qualified, skilled individuals who are committed to excellence and we are confident that the people of New Bedford will be

pleased with the finished product," said Mark Dickinson, President of Dickinson Development Corporation.

Off site traffic improvements are scheduled to commence in the fall of 2007 and actual construction is anticipated to begin in early 2008.

Mark White, President of D.W. White Construction, Inc. and a member of the development team said of the project, "Our company is eager to help carry out the city's vision for this site and we are proud to be part of the renaissance of this neighborhood."

"At this time, New Bedford needs shovels in the ground. We need to establish a retail base while protecting the Acushnet River, opening it for public use and enhancing New Bedford as a waterfront community. The river gives unique and untapped opportunity for sheltered recreational activity," said Mayor Lang.

"The city government pledges to ensure that this property is developed in a best use, high quality, timely manner and in a way that will provide an economic stimulus to the entire city," said the mayor.

In April 2006, after a thorough investigation of the proposed sale of New Bedford's Fairhaven Mills parcel to a national retailer, the Massachusetts Office of the Inspector General issued a report which outlined multiple violations of the bidding law and "serious problems" in the procurement process. Mayor Scott W. Lang made a commitment that any future development of these parcels would be the result of an open and transparent process and in the best interests of the City of New Bedford. In July of 2006, the City of New Bedford sponsored a planning charrette for the Fairhaven Mills site, which allowed for meaningful public involvement into the future redevelopment of the site. Ultimately, many of the concepts that were generated at the working session were incorporated into Request for Proposal (RFP) for the city owned parcels at Fairhaven Mills released in November of 2006. An evaluation committee comprised of

all eleven New Bedford City Councilors, key city department heads and a representative of the Mayor reviewed both responses to the city issued RFP and witnessed presentations by both development teams. Members of the evaluation committee were asked to submit their recommendation to the Mayor for his review.

On April 9, 2007 the committee returned their evaluations to the mayor for his consideration. After a review of the evaluations, the mayor began discussions with the two development teams regarding specific details of their proposals. On April 27, 2007 the mayor informed the Dickinson Development Corporation that they were going to be designated as the developer. A purchase and sales agreement has been agreed upon and drafted and the final execution is expected within the next several days.

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